PHILIP MORRIS
YEAR END SALES PROJECTIONS
(FY 215.3)

Y.T.D 12/11		199.6	
12/18		5.0	125% ALLOCATION
TOTAL		204.6	

OFFER:

REQUIRED	10.7b	
275% (12/21-31)	11.7b	case rounded
80% = 9.4		214.0
85% = 10.0		214.6
90% = 10.5		215.1
92% = 10.8		215.4
95% = 11.1		215.7

OFFER:

REQUIRED	10.7b	
300% (12/21-31)	12.7b	
80% = 10.2		214.8
85% = 10.8		215.4
90% = 11.4		216.0
92% = 11.7		216.3
95% = 12.1		216.7

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Source: https://www.industrydocuments.ucsf.edu/docs/kjwj0004